



CITY OF DETROIT
MAYOR'S OFFICE

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December 2, 2011

Dear City of Detroit Supplier:

The City of Detroit, similar to other large municipalities in this country, is struggling with generating sufficient revenue to provide safety, security and basic services to its citizens. The current economic condition, the most severe since the "Great Depression," has produced high unemployment and minimal job growth, resulting in a significant reduction in tax revenues.

As a result, the City of Detroit has found it necessary to implement a number of cost reduction/revenue generating measures to ensure the continuation of services to our citizens and fiscal viability of our City. The financial participation of all stakeholders, **including suppliers**, has been identified as a key component in this overall cost reduction strategy. Given the importance of the supplier community, the City of Detroit will be contacting all suppliers to begin an earnest dialogue around the City's financial position and its implications.

I have requested that Andre K. DuPerry, Chief Procurement Officer of Purchasing, take the lead in developing a mutually beneficial long term strategy that maintains the valued relationship we currently have with your company. In the next few days, the City of Detroit's Purchasing Division will be contacting your representative on record to obtain a 10% price reduction effective January 1, 2012, for your product(s) or service(s).

On the behalf of the City of Detroit, I personally want to thank you in advance for your support and willingness to work with us as we work through these tough economic challenges.

Sincerely,

A handwritten signature in cursive script that reads "Dave Bing".

Dave Bing
Mayor